Lessons Learned Data Sync

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Be Clear the Business Reasons for Synced Data—Synced Data is Not an End State—It is an Enabler for

- Assuring we get a fair/best price on all items we buy—match all buys against
  - Best DoD/federal Contract Price
  - Prices other people in US Healthcare (federal and commercial) are paying on non-contract items
- Sourcing products
  - Stocked by PVs, orderable thru GHX, etc.
  - Minimize transaction processing costs (contracting, ordering, receiving, and bill paying)
- Readiness
  - Assure readiness items are still active items
  - Choose commercial items which are widely used in US Healthcare
  - Source readiness items with PVs, GHX, etc.

Be Clear the Business Reasons for Synced Data—Synced Data is Not an End State—It is an Enabler for

- Creating Master Catalog for DoD (DMLSS) or DVA (Oracle ERP)

- Identify Items that Produce Best Surgical Outcomes

- Determine Supply Cost by Surgical Procedure by Physician

Lessons Learned

- Distributors Have Very Good Product and Packaging Data—Best in the Business
  - Cardinal Health (Allegiance)
  - Owens and Minor
- GHX Continues to have skimpy product and packaging data (—only one level of packaging—good enough if item is sold only in eaches which many manufacturer direct items are sold)

Lessons Learned-- Observations

- Match Owens and Minor and Cardinal Data on an item and matching data can be used 99.9% reliably.
- PV Order Numbers are "Magic" for syncing records.
- Common Mfg Naming is the key
  - Establish a Common Mfg Name/Sync Mfg Name Table
  - Map mfg names in all major data sources to your established common name/sync name
  - Work and work your fine tuning of mfg syncing rules—using a sync name at parent company level works well for many companies (to include J&J)
- Non-PV Items are tough work
  - Good Mfg Naming is the Key
  - Having Good Recorded Mfg Part Numbers is 2nd Key

Long Term Critical Lessons

- We must create a master catalog file of our most important items;
  - High dollar value purchases
  - Most commonly used items
  - Key Readiness Items
- We must incorporate master catalog file in our retail systems for all new item adds, monthly catalog changes and price changes
- Keep in Sync with our key suppliers (Prime Vendors)
- Real key is getting correct data from manufacturer and everybody in the supply chain building their item masters from the manufacturer data.

Lessons Learned—Focusing the Efforts

- System Changes to Automated Systems will be Required to Implement "Automated Systematic Data Sync" to Avoid Continual Cleansing Costs

- Syncing DoD's 30,000 most important items will produce 90%+ of the benefits. Don't try to treat all items equally

Lessons Learned—Most Immediate Actions

- Take DSCP Manufacturer Name Initiative and Implement Common Manufacturer Name Table in
  - All DSCP DMLSS Systems
  - DMLSS Retail Systems
  - DVA Contract Files
  - DVA Oracle ERP
- Get 99.9% accurate data on DoD's/government's 30,000 most important items and Implement This Accurate Product Data in all DoD/DVA systems

Lessons Learned—Long Term Focus

- Customers Must Insist Key Suppliers Provide Their Data to be Synced—Federal Customers Acting Together Can be Very Powerful
  - Owens and Minor has cooperated
  - Cardinal has continued to fight us
  - GHX has fought us
  - Manufacturers are confused—they say "I am providing data to GHX—why do I need to provide it to DoD/federal government?"